



BROADER MIDDLE EAST AND NORTH AFRICA
TRADE AND INVESTMENT FINANCE CONFERENCE
AMMAN JORDAN **2005**

le royal hotel amman jordan

may **17-19** 2005



- Senior trade, investment and finance officials from all of the G-8 countries
- Senior delegations from 19 countries and territories of the Broader Middle East and North Africa region
- keynote presentations
- expert panel discussions
- case study presentations
- key areas include agriculture, telecommunications, oil and gas, water, transportation, information technology, intellectual property and Islamic finance.

AFGHANISTAN

ALGERIA

BAHRAIN

EGYPT

IRAQ

ISRAEL

JORDAN

KUWAIT

LEBANON

MOROCCO

OMAN

PAKISTAN

QATAR

SAUDI ARABIA

TUNISIA

TURKEY

UNITED ARAB EMIRATES

WEST BANK AND GAZA

YEMEN



BROADER MIDDLE EAST AND NORTH AFRICA TRADE AND INVESTMENT FINANCE CONFERENCE



le royal hotel amman jordan

may 17-19 2005

The United States Government and the Government of Jordan will host a major regional conference in cooperation with other G-8 export credit agencies that will address key trade, investment and finance issues in the Broader Middle East and North Africa region. The U.S. Export-Import Bank, together with the U.S. Overseas Private Investment Corporation, the U.S. Trade and Development Agency and the U.S. Department of State (Middle East Partnership Initiative and Office of Commercial and Business Affairs), will sponsor the Broader Middle East and North Africa Trade and Investment Finance Conference in Amman, Jordan, May 18 and 19, 2005, with an opening reception the evening of May 17, 2005.

The conference will build upon the commitments to economic reform made by the Leaders of the G-8 and Broader Middle East and North Africa region at the June 2004 Sea Island G-8 Summit and the subsequent December 2004 Forum for the Future meetings held in Morocco. The conference will complement World Economic Forum meetings being held in Jordan on May 20, 21 and 22.

The conference will bring senior representatives of the G-8 export credit, investment and trade development agencies to Amman to discuss how more financing can be made available to support increased trade, investment and economic development in the Broader Middle East and North Africa region. In combination, these G-8 institutions annually provide financing for global activities in excess of \$250 billion.

The strength of the conference is that it will provide a unique opportunity for governments, companies, and financial institutions of the Broader Middle East and North Africa region to interact with major G-8

Official delegates from 20 countries and territories in the Broader Middle East and North Africa region have been invited to participate.

sources of public and private finance and multinational companies. It will also provide these G-8 institutions with information about the various types of financing most needed in the Broader Middle East and North Africa region, in order to accelerate the pace of local and regional trade and investment.

Delegations consisting of senior government officials and business and financial executives from 19 countries and territories of the Broader Middle East and North Africa have been invited to attend --- Afghanistan, Algeria, Bahrain, Egypt, Iraq, Israel, Jordan, Kuwait, Lebanon, Morocco, Oman, Pakistan, West Bank and Gaza, Qatar, Saudi Arabia, Tunisia, Turkey, United Arab Emirates, and Yemen.

The conference program will focus on a broad range of trade related investment and finance programs and services, as well as the key areas of agriculture, telecommunications, oil and gas, water, transportation, information technology, intellectual property and Islamic finance. The program will consist of keynote presentations, expert panel discussions and case study presentations from senior G-8 government officials, international and multilateral financial institutions, private sector companies and financial institutions, and senior representatives from Broader Middle East and North Africa region governments, private companies and financial institutions. It will also present numerous opportunities for networking and informal discussions.

Senior Officials from the G-8 Trade and Investment Agencies and leading Business and Financial Institution Executives are participating in the conference.

agenda

*invited

Tuesday, May 17, 2005

6:00pm - 8:00pm Welcome Reception (TBD)

Wednesday, May 18, 2005

7:30am - 8:15am Registration and Networking Continental Breakfast
Room will be divided into four thematic sections. Attendees are encouraged to interact in the area of their choice: Water and Agriculture, Oil and Gas, Transportation, and Telecommunications/Information Technology/Intellectual Property.

8:30am - 9:30am Opening Keynote Plenary Session

- King Abdullah II, King of the Hashemite Kingdom of Jordan*
- Mr. Philip Merrill, Chairman and President of the Export-Import Bank of the United States (Confirmed)*

9:30am - 10:30am Attracting Foreign Investment from Private Companies, Banks and Other Financial Institutions

- Mr. Akira Kawamura, Executive Officer and General Manager, Project Finance Division, Mizuho Corporate Bank Ltd., Japan (Confirmed)
- Mr. Terry Newendorp, Chairman and CEO of Taylor-DeJongh (Confirmed)
- Mr. Eli Hassine, Managing Director and Global Head, Export and Agency Finance, Citigroup (Confirmed)

Themes:

1. How can regional countries better compete for foreign investment from private institutions?
2. What are the prerequisites for economic reform to ensure successful foreign investment in the Broader Middle East and North Africa region?
3. Recent examples of foreign investment in the region.
4. How can regional countries better compete for foreign investment from private institutions?

10:30am - 10:45am Networking Break

10:45am - 11:45am Financing from Public Trade, Investment and Development Institutions

- Dr. Michael Kruse, Deputy Director General, External Economic Policy, Federal Ministry of Economics and Labor, Germany (Confirmed)
- Mr. Koji Tanami, Deputy Governor and Managing Director, JBIC (Confirmed)
- Mr. Ross Connelly, Acting President and CEO, OPIC (Confirmed)

Themes:

1. Introduction to public sector financial products available in the region.
2. How can public financial institutions more effectively partner with private financial institutions in the region.
3. Examples of recent public/private projects/transactions in the region.

11:45am-12:45am International Financial Institutions' Capabilities

- Mr. Jesper Kjaer, General Manager of the Private Enterprise Partnership for the Middle East and North Africa, International Finance Corporation, Member of the Worldbank Group (Confirmed)
- Senior Representative from the Multilateral Investment Guarantee Agency, Member of the Worldbank Group (Confirmed)

Themes:

1. IFI products available in the region.
2. How do IFIs work with private and other public financial institutions?
3. Examples of recent projects/transactions in the region.

12:45pm - 2:15pm Plenary Lunch
Keynote speakers:

- Senior U.S. Official*
- Chairman of Senior Private Middle East Corporation/Bank (TBD)*

2:30 PM - 3:30 PM Financing Needs of the Broader Middle East and North Africa region

- Ms. Suhair AL-Ali, Minister of Planning and International Cooperation, Government of Jordan (Confirmed)
- Mr. Hamdan Bin Rashid Bin Said al-Maktum, Minister of Finance and Industry, United Arab Emirates*
- Mr. Salam Fayyad, Minister of Finance, Palestinian Authority (Confirmed)

Themes:

1. High priority infrastructure sectors.
2. Type and term of financing needs.
3. Other necessary assistance from trade, investment and development financial institutions.
4. Government measures taken to open markets, induce investment, promote private sector activity

3:30pm - 3:45pm Networking Break

3:45pm - 4:45pm Regional Debt Markets' Capabilities

- Mr. Hisham Ezz Al Arab, Chairman and Managing Director, Commercial International Bank in Egypt (Confirmed)
- Mr. Ali al-Husry, Chairman & CEO, Export & Finance Bank, Jordan*
- Mr. Ghazi M. Abdul-Jawad, President and CEO, Arab Banking Corp (B.S.C.)*
- Mr. Syed Ali Raza, President and Chairman, National Bank of Pakistan*

Themes:

1. Financing and grants available.
2. Case studies.

4:45pm - 5:45pm Role of Insurance and Credit Rating Institutions

- Dr. Hans Janus, President, The Berne Union (Confirmed)
- Mr. Edward Coppola, Senior Vice President and Chief Underwriting Officer, Zurich Emerging Markets Solutions (Confirmed)
- Michael Lempres, Vice President of Insurance, Overseas Private Investment Corporation (Confirmed)

Themes:

1. Credit standards to be applied to financing in the region.
2. Case studies.
3. Priorities for reform.

6:30pm - 8:00pm Networking Reception

Thursday, May 19, 2005

8:00am - 9:30am Opening Plenary Breakfast
Keynote speakers:

- Mr. Earl Anthony Wayne, Undersecretary of State for Economic, Business and Agriculture Affairs (Acting) (Confirmed)
- Prime Minister Shaukat Aziz of Pakistan*

tries
iddle
ve





Visit the official conference website www.trademeetings.com

*invited

- 9:30am - 10:30am Afghanistan and Iraq Development
- Mr. Reuben Jeffery, Special Assistant to the President and Senior Director for Reconstruction, Stabilization and Development*
 - H.E. Hedayat Amin Arsala, Senior Advisor to the President and Minister of Commerce, Afghanistan (Confirmed)
 - Dr. Adil Abd al-Mahdi, Vice President and Finance Minister, Government of Iraq*

10:30am - 10:45am Networking Break

10:45am - 11:45am Concurrent Workshops

Workshop I - Agriculture

Panel - Speakers:

- Mrs. Rhonda Newman Keenum, Under Secretary for International Trade and Director General of the United States and Foreign Commercial Service (Acting) (Confirmed)
- Mr. Joseph E. Samora, Jr., Senior Vice President, Case New Holland (Confirmed)
- CEO or Senior Representative from ConAgra Foods*
- Mr. Tariq Sijilmassi, President du Directoire, Credit Agricole, Rabat, Morocco*
- Mr. Cherif Ouldhocine, President, National Chamber of Agriculture, Algeria*

Workshop II - Telecommunications

Case Study Speakers

- Mr. Joachim Pflöcksch, Head of Project Finance Department, Euler Hermes Kreditversicherung AG (Confirmed)
- Mr. Thomas Friese, Head of Telecom Finance, Siemens Financial Services GmbH (Confirmed)
- CEO or senior representative from Alcatel (Confirmed)
- CEO or senior representative from Coface (Confirmed)
- Mr. Volker Wiederhold, First Vice President, KfW IPEX-Bank (Confirmed)

11:50am - 12:50pm Concurrent Workshops

Workshop III - Oil & Gas

Case Study -Speakers:

- Mr. Peter Saba, Chief Operating Officer and General Counsel, Export-Import Bank of the United States (Confirmed)
- Mr. Raoul Ascari, Chief Financial Officer, SACE SpA (Confirmed)
- Mr. Houssam Kharbutly, Senior Project Finance Director, Qatar Petroleum (Confirmed)
- CEO or Senior Representative of Conoco-Phillips*
- CEO or Senior Representative of Italian Oil and Gas Company*

Workshop IV- Water

Panel - Speakers:

- Ms. Sherry Noble, Senior Vice President for Business Solutions and Technology, Export Development Canada (Confirmed)
- Ms. Chantal Rougerie, Senior Vice President SNC Lavalin (Confirmed)
- Mr. Carl Kress, Regional Director, Middle East, North Africa and South Asia, U.S. Trade and Development Agency (Confirmed)
- Richard D. Wilson, Vice President for Water Sector-Americas International, Black and Veatch (Confirmed)

1:00pm - 2:15pm

Plenary Lunch

Keynote speakers:

- Mr. Hidehiro Konno, Chairman and CEO, NEXI (Confirmed)
- H.E. Ahmed Sofan, Deputy Prime Minister and Minister of Planning and International Cooperation, Yemen (Confirmed)

2:30pm - 3:30pm

Concurrent Workshops

Workshop V - Transportation

Case Study - Speakers:

- Ms. April Foley, Vice Chair, Export-Import Bank of the United States (Confirmed)
- Mr. Lee Monson, Senior Vice President for Middle East and Africa Sales-Boeing Commercial Airplanes (Confirmed)
- Mr. Mohamed Berrada, Chairman, Royal Air Maroc (Confirmed)
- Gordon Welsh, Director of Aerospace, Overseas Investment Insurance, Telecom & Transport Division, Export Credit Guarantee Department (Confirmed)
- Ms. Sue Walton, General Manager of Rolls Royce Capital Limited, Structured Finance and Export Credit Division (Confirmed)
- Mr. Nigel Taylor, Vice President of Airbus, Customer Finance Division (Confirmed)

Workshop VI - Information Technology

Panel - Speakers (TBD):

- Dr. Tarek Kamel, Minister of Communication and Information Technology, Cairo, Egypt*
- Mr. Tarek Aggad, Chairman, New Generation Telecommunication Company (Confirmed)
- CEO or Senior Representative from Motorola*
- CEO or Senior Representative from Oracle*
- CEO or Senior Representative from Citibank*

3:30pm - 3:45pm

Networking Break

3:45pm - 5:00pm

Concurrent Workshops

Workshop VII - Intellectual Property and Competition

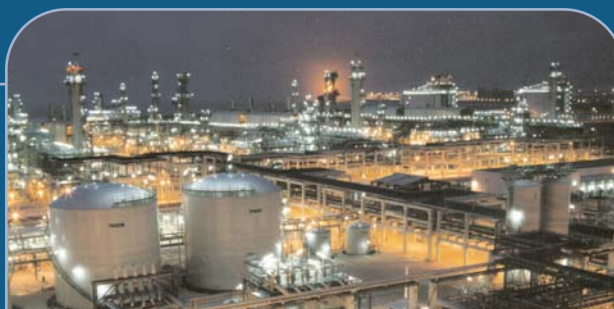
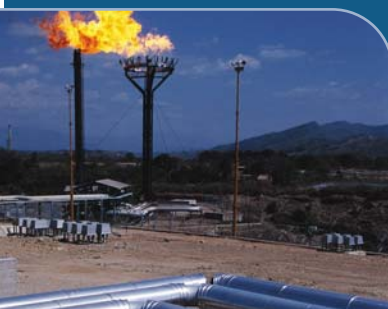
Panel - Speakers:

- Mr. Makan Delrahim, U.S. Department of Justice, Antitrust Division for International, Policy and Appellate Matters (Confirmed)
- Mr. Steve Pinkos, U.S. Deputy Undersecretary of Commerce for Intellectual Property and Deputy Director of the Patent Trade Mark Office*
- Mr. Jamal Dawood Salman, Director of Publications and Press, Ministry of Information, Kingdom of Bahrain (Confirmed)
- Mr. Eduardo Pérez Motta, Chairman, Federal Competition Commission, Mexico (Confirmed)
- Mr. Horacio Gutierrez, Associate General Counsel for Europe, Middle East and Africa, Microsoft (Confirmed)

Workshop VIII - Islamic Finance

Panel - Speakers:

- His Excellency Sheikh Ahmad Bin Mohammad Al Khalifa, Minister of Finance, Bahrain*
- Mr. Tadashi Maeda, Deputy Director General, International Finance Department II, JBIC (Confirmed)
- Mr. Koichi Fujii, Senior General Manager, JGC Corporation (Confirmed)



registration

FIVE EASY WAYS TO REGISTER

1. Mail: MFM Group, Inc., 4856 SW 72 Ave., Miami, FL 33155-5526 U.S.A.
2. Phone: +1.305.667.4705
or +1.866.636.4729 (Toll Free in the U.S.)
3. Fax: +1.305.667.7840
4. E-mail: exim@mfmgroup.com
5. Internet: www.trademeetings.com

HOTEL ACCOMMODATIONS

The conference organizers has arranged for a block of guest rooms at Le Royal Hotel in Amman at which the conference will be held. Upon receiving your completed registration form, we will provide you with information on the hotel, enabling you to reserve a room at your own expense. You can find the hotel information at our web site www.trademeetings.com. Rooms are also available at the Intercontinental Hotel in Amman.

TRAVEL TO AMMAN

It is suggested that company delegates plan their travel arrangements to arrive in time to participate at the Welcome Reception at 6:00 pm on Tuesday, May 17.

AIRPORT GROUND TRANSFERS

Information on ground transfer services available between the Amman airport and the conference hotel will be provided to delegates upon receipt of completed registration forms.

VISA REQUIREMENTS

Some countries have special agreements with Jordan regarding the issue of visas. Before making your travel plans, check with the Jordanian embassy or consulate in your country or ask your travel agent for advice.



BROADER MIDDLE EAST AND NORTH AFRICA TRADE AND INVESTMENT FINANCE CONFERENCE

Le Royal Hotel • Amman, Jordan • May 17-19, 2005

REGISTRATION INFORMATION

NAME _____ TITLE _____

COMPANY, ORGANIZATION OR AGENCY _____

ADDRESS _____

CITY _____ STATE/PROVINCE _____

ZIP/POSTAL CODE _____ COUNTRY _____

PHONE _____ FAX _____

E-MAIL _____

☐ **YES**, I accept the invitation to be a Delegate at the Broader Middle East and North Africa Trade and Development Finance Conference.

REGISTRATION FEE

- ☐ **US \$150** Local private sector participants from Broader Middle East and North Africa Region
☐ **US \$250** Representatives of G8 and non regional government participants
☐ **US \$450** All other participants*

*Representatives of all G-8 and other non-regional companies and financial institutions based in regional countries are required to pay the US \$450 fee.

PAYMENT METHOD

Registration fees may be paid by VISA, MasterCard, or American Express. The charge on your credit card statement will appear as "MFM Group, Inc."

☐ Visa ☐ Master Card ☐ Amex

CREDIT CARD NUMBER _____ EXP. DATE _____

CARDHOLDER NAME _____

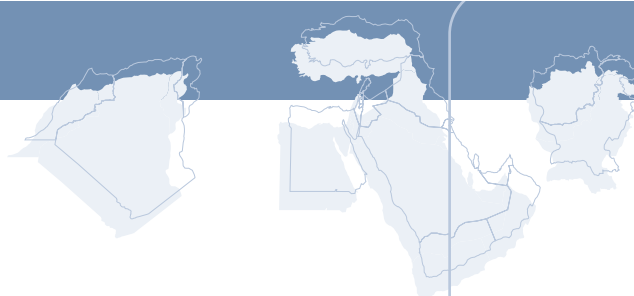
CARDHOLDER SIGNATURE _____

☐ If you require special arrangements to fully participate in this meeting due to a physical disability, please check this box and we will contact you.

Special Dietary Requirements (if any): ☐ No Pork ☐ Vegetarian

Terms & Conditions

This offer is not transferable and the conference organizers reserve the right to qualify all registrants. Registration includes a copy of the conference materials and all group meals, breaks and receptions noted in the conference agenda. Contact information you provide will be published in the conference roster provided to registered participants. Program content and speakers are subject to change without notice.



BROADER MIDDLE EAST AND NORTH AFRICA

TRADE AND INVESTMENT FINANCE CONFERENCE

AMMAN JORDAN 2005



TRADE AND INVESTMENT FINANCE CONFERENCE

BROADER MIDDLE EAST AND NORTH AFRICA

AMMAN JORDAN 2005

PRESORTED
FIRST-CLASS MAIL
U.S. POSTAGE
PAID
MIAMI, FL
PERMIT NO. 3203

Broader Middle East and North Africa
Trade and Investment Finance Conference
c/o MFM Group, Inc.
4856 SW 72nd Avenue
Miami, FL 33155-5526 USA
Address Service Requested